



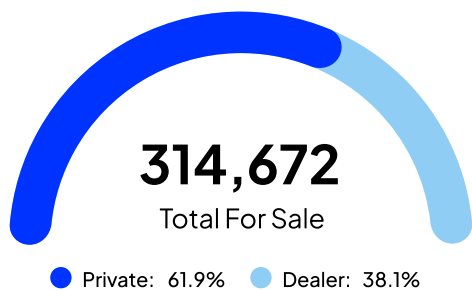
Automotive Insights Report (AIR)

September 2024

AADA and AutoGrab present the Australian **Automotive Insights Report (AIR)** for September 2024. These reports aim to provide insightful data about the dynamic Australian retail used car market, which includes dealer and private listing data.

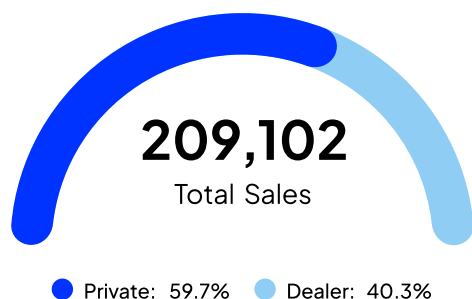
The document offers an in-depth analysis of market trends, pricing fluctuations, and consumer preferences, serving as a valuable resource for dealers, investors, and enthusiasts interested in the industry's current state and future prospects.

For Sale



	This Month	Last Month	Movement
NSW	92,394	90,000	▲ 2.7%
VIC	83,208	80,201	▲ 3.7%
QLD	73,438	67,551	▲ 8.7%
WA	32,884	31,015	▲ 6.0%
SA	20,788	19,122	▲ 8.7%
TAS	6,282	5,624	▲ 11.7%
ACT	4,120	3,920	▲ 5.1%
NT	1,558	1,714	▼ -9.1%
Total	314,672	299,147	▲ 5.2%

Sales



	This Month	Last Month	Movement
NSW	60,615	58,574	▲ 3.5%
VIC	49,357	49,519	▼ -0.3%
QLD	48,534	47,869	▲ 1.4%
WA	27,767	27,970	▼ -0.7%
SA	14,882	14,721	▲ 1.1%
TAS	4,794	4,653	▲ 3.0%
ACT	2,282	2,571	▼ -11.2%
NT	871	927	▼ -6.0%
Total	209,102	206,804	▲ 1.1%

③ National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Segment

314,672

Total For Sale

209,102

Total Sales

Passenger

118,138
(3.0%)

SUV

124,678
(8.1%)

LCV - Utes

60,139
(4.4%)LCV - Vans
& Buses11,717
(1.7%)

Passenger

84,101
(-2.7%)

SUV

81,507
(3.6%)

LCV - Utes

36,987
(3.8%)LCV - Vans
& Buses6,507
(7.6%)

Fuel Type

For Sale

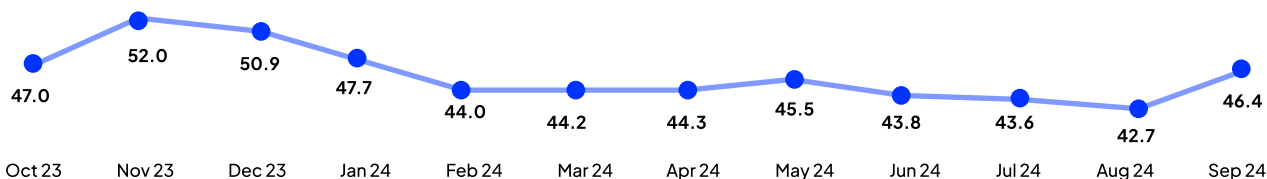
	This Month	Last Month	Movement
Petrol	189,770	179,906	▲ 5.5%
Diesel	105,944	102,966	▲ 2.9%
Hybrid	13,161	11,655	▲ 12.9%
EVs	4,746	3,860	▲ 23.0%
PHEVs	635	386	▲ 64.5%
LPG	416	374	▲ 11.2%

Sales

	This Month	Last Month	Movement
Petrol	132,609	133,247	▼ -0.5%
Diesel	65,372	63,008	▲ 3.8%
Hybrid	8,719	8,435	▲ 3.4%
EVs	1,920	1,637	▲ 17.3%
PHEVs	255	196	▲ 30.1%
LPG	227	281	▼ -19.2%

③ National Private and Dealer Used Car Data excluding vehicles older than 15 years old and write-offs.

Average Days to Sell



① Vehicles sold nationally up to 10 years of age.

Average Retained Value (RV%)

		This Month – RV%	Last Month – RV%	RV% Movement
Passenger	2022	89.4%	90.6%	▼ -1.3%
	2021	87.0%	88.0%	▼ -1.1%
	2020	82.8%	83.3%	▼ -0.6%
	2019	79.3%	79.6%	▼ -0.4%
	2018	73.0%	73.1%	▼ -0.1%
	2017	67.1%	66.9%	▲ 0.3%
SUV	2022	86.1%	86.9%	▼ -0.9%
	2021	81.9%	82.3%	▼ -0.5%
	2020	78.6%	79.0%	▼ -0.5%
	2019	71.2%	71.5%	▼ -0.4%
	2018	64.6%	65.7%	▼ -1.7%
	2017	58.0%	58.4%	▼ -0.7%
LCV – Utes	2022	90.1%	90.6%	▼ -0.6%
	2021	82.9%	83.5%	▼ -0.7%
	2020	79.2%	81.1%	▼ -2.3%
	2019	72.8%	73.5%	▼ -1.0%
	2018	69.4%	70.0%	▼ -0.9%
	2017	63.9%	65.6%	▼ -2.6%

① Dealer sale data using weighted average calculation method

Total Sales – Top 10 Makes and Models

	This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
FORD RANGER	5,704	5,410	▲ 5.4%	53.4
TOYOTA HILUX	4,322	4,242	▲ 1.9%	49.4
TOYOTA COROLLA	3,533	3,452	▲ 2.3%	38.9
TOYOTA RAV4	2,576	2,496	▲ 3.2%	48.0
MITSUBISHI TRITON	2,569	2,414	▲ 6.4%	50.4
TOYOTA CAMRY	2,462	2,558	▼ -3.8%	44.7
HYUNDAI I30	2,438	2,475	▼ -1.5%	37.5
MAZDA 3	2,188	2,216	▼ -1.3%	45.3
MAZDA CX-5	2,076	2,057	▲ 0.9%	47.1
VOLKSWAGEN GOLF	1,846	1,818	▲ 1.5%	50.2

① Top 10 Vehicles sold nationally by Dealer and Private Sellers (up to 10 years old)

Dealer Sales – Top 30 Makes and Models Based on Last Month's Sales Volumes

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	FORD RANGER	2,724	2,500	▲ 9.0%	57.0
2	TOYOTA HILUX	1,846	1,764	▲ 4.6%	50.6
3	TOYOTA COROLLA	1,692	1,586	▲ 6.7%	45.7
4	TOYOTA RAV4	1,529	1,346	▲ 13.6%	52.9
5	HYUNDAI I30	1,105	1,099	▲ 0.5%	44.8
6	MITSUBISHI TRITON	1,075	998	▲ 7.7%	57.7
7	MAZDA CX-5	1,043	977	▲ 6.8%	56.4
8 ▲ 1	NISSAN X-TRAIL	897	859	▲ 4.4%	58.1
9 ▼ -1	TOYOTA CAMRY	873	874	▼ -0.1%	55.1
10 ▲ 1	MAZDA 3	862	801	▲ 7.6%	55.3
11 ▲ 3	TOYOTA LANDCRUISER PRADO	802	735	▲ 9.1%	46.7
12	MITSUBISHI OUTLANDER	786	796	▼ -1.3%	51.7
13	KIA CERATO	781	741	▲ 5.4%	51.4
14 ▼ -4	HYUNDAI TUCSON	776	814	▼ -4.7%	54.4
15 ▲ 2	TOYOTA LANDCRUISER	767	662	▲ 15.9%	61.2
16	ISUZU D-MAX	719	666	▲ 8.0%	53.4
17 ▲ 1	NISSAN NAVARA	681	656	▲ 3.8%	59.6
18 ▲ 5	FORD EVEREST	658	556	▲ 18.3%	52.3
19 ▼ -4	KIA SPORTAGE	634	683	▼ -7.2%	50.3
20	SUBARU FORESTER	631	597	▲ 5.7%	50.7
21	MITSUBISHI ASX	616	581	▲ 6.0%	44.5
22 ▼ -3	TOYOTA KLUGER	608	640	▼ -5.0%	58.0
23 ▼ -1	MAZDA BT-50	596	572	▲ 4.2%	62.3
24	HOLDEN COLORADO	566	550	▲ 2.9%	54.7
25 ▲ 1	VOLKSWAGEN GOLF	564	522	▲ 8.0%	53.7
26 ▼ -1	MAZDA CX-3	558	535	▲ 4.3%	46.4
27	VOLKSWAGEN TIGUAN	537	475	▲ 13.1%	67.8
28 ▲ 1	ISUZU MU-X	485	433	▲ 12.0%	52.4
29 ▼ -1	SUBARU OUTBACK	462	444	▲ 4.1%	50.8
30	MERCEDES-BENZ C-CLASS	452	423	▲ 6.9%	57.3

③ Top 30 Dealers Used Car Sales nationally (up to 10 years old).

Dealer Velocity – Top 10 Fastest Moving Stock

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	FIAT 500	27	38	▼ -28.9%	27.6
2	NISSAN PATROL	163	153	▲ 6.5%	34.1
3	GWM HAVAL H2	29	26	▲ 11.5%	36.8
4	HYUNDAI IX35	117	120	▼ -2.5%	37.4
5	HYUNDAI I20	44	67	▼ -34.3%	37.9
6	NISSAN PULSAR	41	51	▼ -19.6%	38.3
7	MITSUBISHI LANCER	96	103	▼ -6.8%	40.2
8	HONDA JAZZ	99	77	▲ 28.6%	40.3
9	MERCEDES-BENZ GLS-CLASS	39	29	▲ 34.5%	42.0
10	SUBARU XV	261	293	▼ -10.9%	42.0

③ Up to 10 years old with minimum 20 total model variants sold.

Dealer Velocity – Top 10 Slowest Moving Stock

		This Month – Sales	Last Month – Sales	Movement	Avg. Days to Sell
1	MAZDA CX-90	27	26	▲ 3.8%	163.9
2	MAZDA CX-60	51	56	▼ -8.9%	120.4
3	CHERY TIGGO 7 PRO	29	20	▲ 45.0%	109.3
4	VOLKSWAGEN MULTIVAN	42	38	▲ 10.5%	106.2
5	TOYOTA PRIUS	24	28	▼ -14.3%	98.3
6	HYUNDAI PALISADE	72	61	▲ 18.0%	90.1
7	JAGUAR XE	24	26	▼ -7.7%	90.1
8	VOLKSWAGEN ARTEON	21	20	▲ 5.0%	85.4
9	AUDI A1	44	57	▼ -22.8%	84.0
10	MAZDA CX-8	150	143	▲ 4.9%	83.6

③ Up to 10 years old with minimum 20 total model variants sold.

Dealer Market Days Supply (MDS) (2–4 years old)

Top 10 Lowest

		This Month – For Sale	Avg. MDS
1	MG MG3	57	15.5
2	TOYOTA LANDCRUISER PRADO	108	15.9
3	FORD MUSTANG	20	18.8
4	KIA CARNIVAL	58	19.0
5	LDV T60	43	21.1
6	MITSUBISHI PAJERO SPORT	78	22.2
7	NISSAN QASHQAI	46	23.0
8	TOYOTA FORTUNER	47	23.1
9	RENAULT KOLEOS	41	23.2
10	SUBARU FORESTER	109	23.5

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	LAND ROVER DEFENDER	22	132.0
2	BMW X6	27	85.3
3	HYUNDAI STARIA LOAD	22	69.5
4	LAND ROVER RANGE ROVER SPORT	38	69.1
5	JEEP WRANGLER	30	64.3
6	BMW 4 SERIES	22	62.9
7	MINI HATCH	26	62.4
8	SKODA OCTAVIA	28	62.2
9	AUDI Q5	55	60.0
10	PEUGEOT 3008	58	58.0

③ Minimum 20 total model variants available for sale.

Dealer Market Days Supply (MDS) (5–7 years old)

Top 10 Lowest

		This Month – For Sale	Avg. MDS
1	TOYOTA LANDCRUISER PRADO	200	21.4
2	TOYOTA KLUGER	202	23.7
3	MG ZS	24	24.4
4	MITSUBISHI LANCER	34	24.9
5	HYUNDAI ACCENT	95	25.3
6	SUBARU XV	108	25.7
7	HYUNDAI SANTA FE	99	25.9
8	SUZUKI BALENO	20	26.7
9	MITSUBISHI PAJERO SPORT	104	26.9
10	FORD EVEREST	117	27.2

Top 10 Highest

		This Month – For Sale	Avg. MDS
1	JAGUAR E-PACE	35	140.0
2	LAND ROVER RANGE ROVER VELAR	45	122.7
3	TOYOTA PRIUS	60	116.1
4	VOLVO XC90	30	105.9
5	PEUGEOT 3008	27	95.3
6	RENAULT KANGOO	20	92.3
7	FORD TRANSIT	39	90.0
8	MERCEDES-BENZ VITO	24	84.7
9	LEXUS RX	42	84.0
10	VOLKSWAGEN TRANSPORTER	43	83.2

③ Minimum 20 total model variants available for sale.

Retained Value (RV%) – Top 10 Makes and Models (2–4 years old)

Passenger Cars				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	AUDI RS3	101.9%	58.9	1	SUZUKI JIMNY	113.0%	60.4
2	KIA PICANTO	96.9%	39.6	2	TOYOTA YARIS CROSS	104.0%	49.0
3	TOYOTA COROLLA	95.8%	42.4	3	TOYOTA COROLLA CROSS	102.0%	65.5
4	FORD MUSTANG	95.7%	55.1	4	LAND ROVER DEFENDER	101.8%	50.7
5	TOYOTA CAMRY	93.2%	46.2	5	TOYOTA LANDCRUISER	98.7%	59.2
6	MITSUBISHI MIRAGE	92.5%	48.6	6	TOYOTA RAV4	96.5%	52.6
7	MAZDA 2	90.0%	33.8	7	PORSCHE MACAN	95.6%	51.0
8	KIA RIO	89.5%	43.2	8	NISSAN PATROL	95.5%	43.4
9	VOLKSWAGEN POLO	88.9%	47.6	9	TOYOTA LANDCRUISER P RADO	95.2%	43.0
10	HYUNDAI I30	88.8%	42.9	10	TOYOTA FORTUNER	94.4%	50.2

① Dealer and Private data combined with minimum 20 total model variants sold.

Retained Value (RV%) – Top 10 Makes and Models (5–7 years old)

Passenger Cars				SUVs			
		Avg. RV%	Avg. Days to Sell			Avg. RV%	Avg. Days to Sell
1	TOYOTA YARIS	94.7%	36.0	1	TOYOTA LANDCRUISER	88.3%	62.4
2	SUZUKI SWIFT	85.4%	40.1	2	JEEP WRANGLER	83.1%	64.2
3	KIA PICANTO	85.0%	37.4	3	NISSAN PATROL	82.6%	48.9
4	MAZDA 2	82.1%	37.3	4	SUZUKI IGNIS	81.4%	30.2
5	FORD MUSTANG	81.3%	55.2	5	TOYOTA C-HR	81.3%	52.5
6	TOYOTA COROLLA	80.2%	42.1	6	KIA SELTOS	78.6%	43.0
7	TOYOTA PRIUS C	80.1%	60.0	7	TOYOTA FORTUNER	78.3%	52.9
8	HONDA JAZZ	79.9%	31.8	8	TOYOTA RAV4	77.6%	48.0
9	KIA RIO	79.6%	36.7	9	TOYOTA LANDCRUISER PRADO	76.4%	54.3
10	HYUNDAI ACCENT	79.2%	34.3	10	HYUNDAI KONA	73.6%	45.9

① Dealer and Private data combined with minimum 20 total model variants sold.

Glossary

For Sale

Level of available used and demo cars listed online by dealers and private sellers nationally at the time of reporting. AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted only once.

Sales

Total vehicles delisted from online marketplaces, serving as a close proxy to actual sales and recorded monthly. The delisting count also reflects unique vehicles, as AutoGrab processes and deduplicates listings to identify and eliminate repetitions, ensuring that vehicles listed across multiple platforms are counted only once.

Days to Sell

Measures the duration (in days) between when a vehicle was first listed online to when it was delisted.

Market Days Supply (MDS)

Measures the supply and demand of a particular Make, Model Variant and Model Year by dividing the total number of vehicles for sale against the number of same vehicle variants sold within the last 60 days. A higher MDS indicates that there is more supply than demand for that particular model variants.

Retained Value (RV%)

Measures how well a vehicle holds its value against the original Recommended Retail Price (RRP) when the vehicle was purchased brand new. Retained value of 30% represents that the vehicle was sold at 30% of its original RRP. This figure is reported as a weighted average by vehicle segment and age group at each reporting period and provides a stable pricing trend movement.